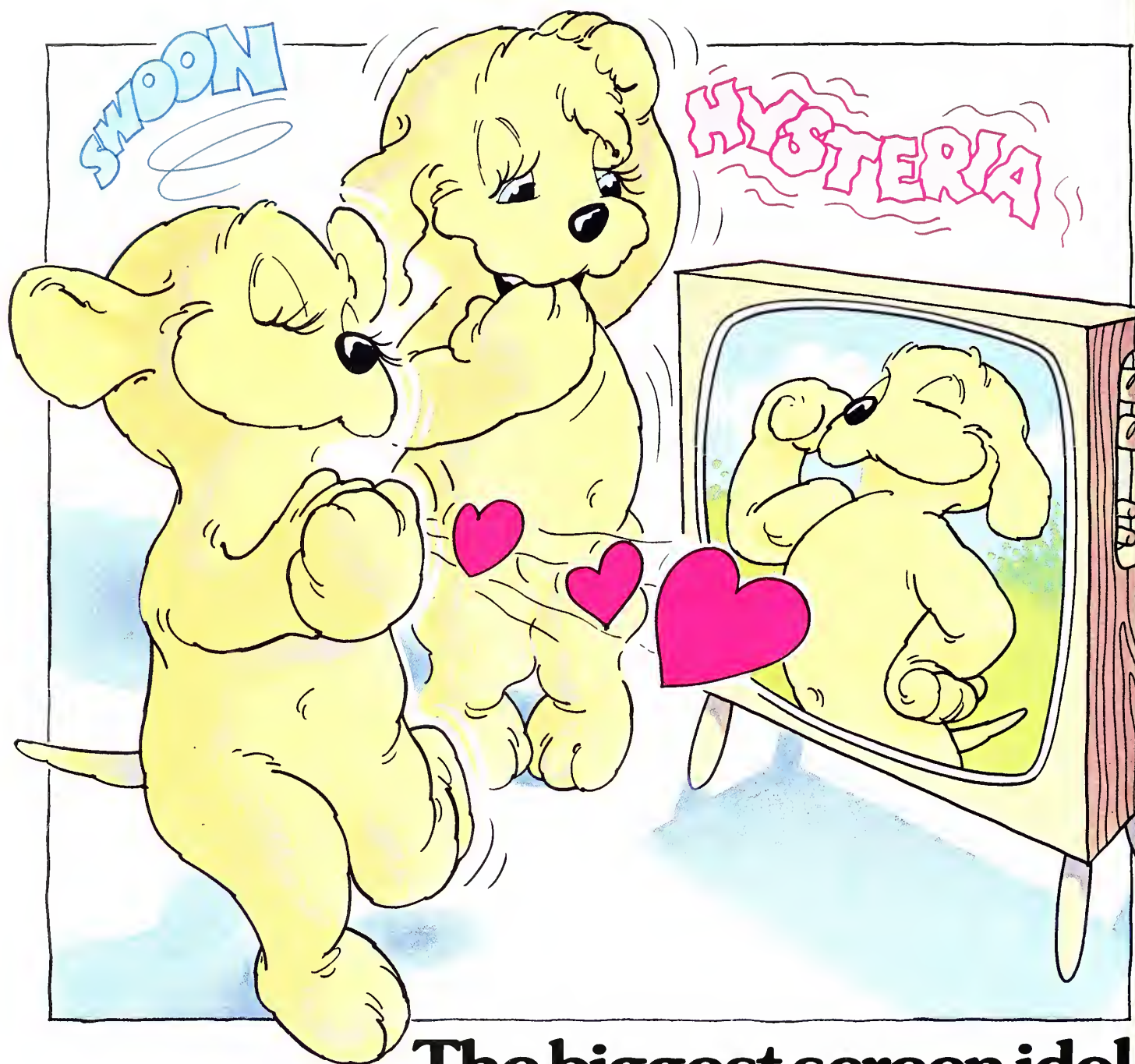


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# CHEMIST & DRUGGIST

Incorporating Retail Chemist

January 27 1979

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27 January 1979

## COMMENT

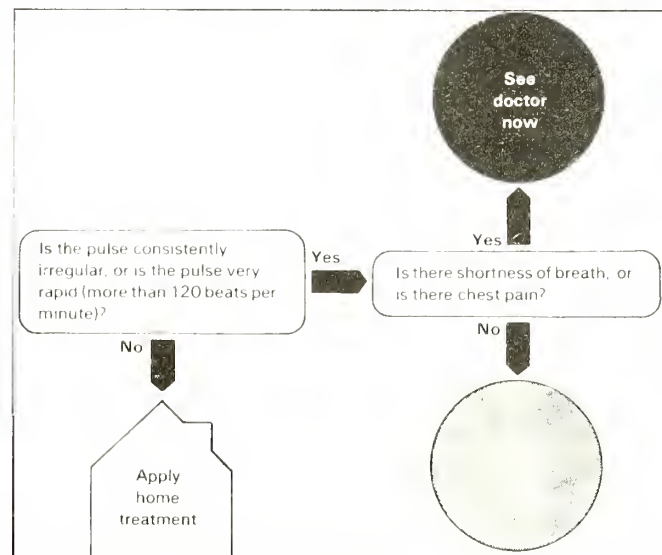
### Aid to self-care

During the latter part of 1978 there were a number of mentions of "algorithms"—symptom charts—to help retail pharmacists in making counter prescribing and referral decisions. Not least among the proponents were Mr Bob Worby (NPA chairman) and Mr David Sharpe (vice-president of the Pharmaceutical Society) who had both been impressed by the use of these charts in American practice.

This week is published a book along similar lines—but intended for the patient. "Take Care of Yourself" (George Allen & Unwin, price £6.50) is based on an American text of the same title by Drs Vickery and Price (who remain joint authors), but rewritten completely for the UK market by Dr J. A. Muir Gray, community physician to Oxfordshire AHA, and Dr Simon Smail of the Welsh National School of Medicine. And rarely can a medically-inspired work have shown such good understanding of the role and potential of the pharmacist in general practice.

Perhaps pharmacists may be perplexed to see the familiar medicine chest now described as the "home pharmacy," but the authors' motivation seems to have been to instill into the reader a healthy respect for medicines and their care. The purchaser is recommended to seek the pharmacists' advice—and is told "why", including such common sense as: "Taking care of yourself does not necessarily mean you take care of yourself *alone*." The pharmacist's knowledge in respect of prescription medicines is also stressed.

But the main value of the book lies in its simple visualisation of the patients' best course of action in



response to a given set of symptoms—"decision charts" in the words of the authors. A typical chart is shown here, though others are necessarily more complicated. And when "home treatment" is recommended, the accompanying texts often point up the value of asking the pharmacists' guidance in making the final choice or deciding the appropriate dosage.

Yet many pharmacists who have felt a lack of formal "diagnostic" training may themselves find this book a useful addition to the dispensary "library", since it covers all forms of first-aid plus the presenting signs and symptoms of both minor and serious illness. Until, of course, an equally quick-reference book or "algorithm" prepared specially for them becomes available.

The transport dispute continues to force C&D to conserve paper stocks and we apologise to subscribers and advertisers that this issue is again smaller than planned.

# OTC medicines in jeopardy?

Supplies of some essential medicines could be in jeopardy by the end of this week, pharmaceutical manufacturers warned last Friday in a joint statement issued by the Association of the British Pharmaceutical Industry and the Proprietary Association of Great Britain. In a letter to the Prime Minister expressing concern about the effects of the lorry drivers' dispute, Mr John Wells, executive director of the PAGB, said that, although medicines are included in the TGWU dispensation agreement "some pickets are preventing the supply of raw materials and the delivery of finished products."

The ABPI point out that antibiotic production, in particular, is being affected by difficulties in getting raw materials, such as caustic soda, alcohol, and sulphuric acid. The association warns that the running down of "buffer" stocks of antibiotics and other prescription medicines could lead to serious life-threatening problems if subsequent epidemics of infectious diseases were to occur.

Many OTC medicines will be in short supply if the current picketing situation does not improve—and even if there is an immediate solution, the effects so far could continue to work through to chemists for some weeks. Manufacturers have also warned the Prime Minister of the serious effect that the dispute is having on the movement of exports.

Future production of pharmaceuticals is already causing concern to the Department of Health. Mr Roland Moyle, Minister for Health, has written to Mr Robin Hodgson, Conservative MP for Walsall North, stating that, unless there is widespread observance of the recommendation to ease the movement

of supplies to hospitals, shortages will occur. Mr Hodgson had asked the Minister to estimate how long it would be before the effect on the supply of drugs would constitute a danger to the sick. Mr Moyle replied that he had appointed officers to the regional emergency committees to keep him in close touch with developments and he was also in touch with the industry.

In the House of Commons on Tuesday the Prime Minister said: "The principle concern today, and where I hope that those concerned will stop any picketing in respect of this particular matter, is chemicals needed for the pharmaceutical industry. They are being held up in some areas. I know the union itself is doing its best to ensure that they are moved. If they cannot ensure that, we simply cannot permit in the long run that interruption in the supply of raw materials for pharmaceuticals necessary for medicines, and we would have to take the necessary action."

## Worsening effect on deliveries despite 'code'

Picketing has eased since distribution of the new code of conduct for pickets by union strike committees, and the Transport and General Workers' Union and the CBI expected the effect of the dispute on companies to ease further this week—if strike committees carry out the code in full.

Many companies, however, have been strangled by militancy. The situation

remained most difficult in the North-west and Humberside where there was acute congestion of manufactured goods. As an instance of what was happening, pickets agreed to let men from the Union of Shop, Distributive and Allied Workers branch at the Colgate Palmolive factory at Salford take over picketing. The USDAW pickets are stopping vehicles from companies involved in the dispute from entering the factory—but essential raw materials carried by companies' own vehicles are being allowed in and finished products allowed out.

At other factories in the NW vehicles with dispensations from the TGWU were still experiencing long delays. The docks blockage remained serious in London—even pharmaceutical supplies were being stopped.

## Picketing stepped up

In Northern Ireland the situation took a critical turn for the worse when lorry drivers voted to step up picketing, though they are allowing medical supplies through. Scotland, too, reported a much worsened situation where the haulage drivers' dispute is just beginning to bite. The Isle of Arran in the Firth of Clyde received no supplies of drugs for its hospitals because pickets at the mainland ferry terminal refused to continue to allow one lorry a day through to Glasgow.

Procter & Gamble Ltd, Gosforth, Newcastle Upon Tyne, told *C&D* this week: "The strike is having a worsening effect upon our ability to produce and deliver our products. Looking at the overall situation, some of our production lines have already been shut down and distribution to our customers has been severely disrupted."

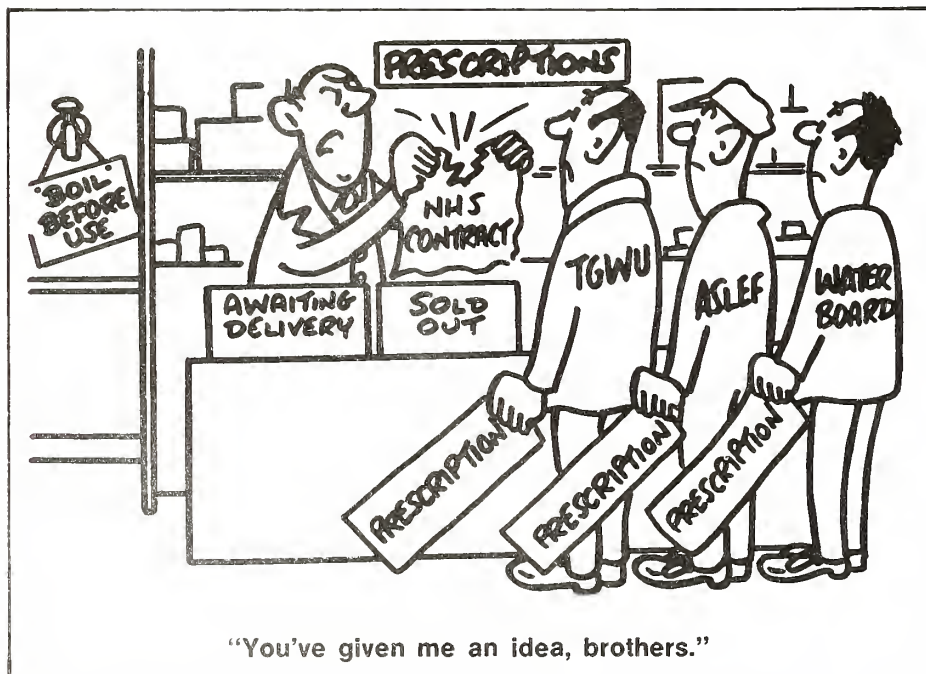
Mr Peter Dodd, Unichem's managing director said on Monday the strike was "quite seriously" affecting over-the-counter supplies. "As stocks are run down, certain suppliers cannot let us have additional supplies." Essential medicines were getting through (see also p98).

Sangers Ltd also reported some problems with OTC supplies. "Ethicals" were unhindered but there was a cutback on OTCs. "It depends on how long the strike continues; manufacturers are still getting their raw materials stuck at the docks."

In Scotland, Ayrshire Pharmaceuticals Ltd, Kilmarnock, were getting only half their OTC lines. "Some companies are finding their own way around the difficulties, some are using small private hauliers".

Macarthy's Ltd, Romford, Essex, found the position "not too desperate" by Monday, however; medicines were not held up unduly, though two or three manufacturers had asked for help with transport. OTC goods were being delayed and requests for transport assistance for non-essential supplies were being turned down because of the company's commitment given to the transport union.

ICI is said to be in a "critical" situation with production down to 60 per cent of its normal level and only one third of its normal production reaching customers from depots.





# Shortages: Doctors asked to accept substitution

Doctors are being asked to help pharmacists faced with supply difficulties by accepting generic substitution for proprietaries which are unobtainable owing to the transport strike, etc.

A request that the pharmacist's endorsement "prescriber not contacted" (PNC) be valid on NHS forms has gone from the Pharmaceutical Services Negotiating Committee to the General Medical Services Committee of the British Medical Association—though the Department of Health has raised legal difficulties by saying that it has no power "to interfere with the prescriber's order". PSNC was awaiting the GMSC's reply as *C&D* went to press.

At present, PSNC has received no reports of standard Tariff drugs being in

short supply and in its approach to the GMSC is anticipating that problems are most likely to arise first with individual branded products. It has asked the GMSC to request doctors not to increase the quantities they prescribe so that shortages are not exacerbated. Prescribers are assured that no substitution involving a change in therapy would be made without their authority.

□The Pharmaceutical General Council (Scotland) says that if, as a result of the current industrial disputes, supplies of standard drugs listed in Part 1A of the Drug Tariff are not available, pharmacists may supply an equivalent proprietary product and should endorse the prescription accordingly. This concession does not apply in England and Wales.

seriously with their export orders and with supplies of glass containers to the pharmaceutical industry which, "as I am sure I do not need to tell you," contributes significantly to United Kingdom exports.

"The National Pharmaceutical Association hopes that the Government will not hesitate to take whatever action is necessary to bring the present strike to an end or otherwise to protect the interests of the country and the vast majority of the people who live in it and who are suffering hardship as long as the strike persists."

## Slight easing

Mr Clark said the position of deliveries to pharmacists was now easing slightly in that the company is now able to move goods between its three distribution depots, at Barnsley, Northampton and Rotherham.

## 'Priority' doubt with sanpro products

"If the pickets were female, they might regard sanpro products as a priority," a harassed spokesman for Kimberly-Clark Ltd told *C&D* this week. The company was trying, by persuasion, to get goods delivered but it involved separate negotiations with local depots. Delivery of raw materials has also been adversely affected by the lorry drivers' strike and the output from Kimberley-Clarks' Kent mill is down. The company is re-allocating jobs to keep their workforce in employment.

Babyfood manufacturers seem to be faring rather better. Farley Health Products told *C&D* that production of Ostermilks, Farleys rusks and Complian has not been substantially affected but supplies of raw materials were becoming progressively more difficult to obtain. With union co-operation, they were able to keep supplies of infant and invalid foods moving out of their Cumbria factory. But there are odd pockets of the country where supplies are short, particularly Scotland, Northern Ireland and Humberside.

A spokesman for Cow & Gate said supplies were getting out of their factories satisfactorily but that there was fairly heavy buying by consumers, particularly in London, which had resulted in retailers being short of stock.

The company placed an advertisement in various national papers last week, saying that mothers who were anxious about supplies could telephone the head office—the spokesman told *C&D* they had dealt with 30 calls. One was from a worried mother in Dinas Powis, Mid-Glamorgan who had run out of Galactomin 17, as had her local pharmacy. A call to the local representative, who also lived in Dinas Powis, resulted in the rep's wife taking a tin round to the mother on foot (she couldn't get the car out because of the snow!).

## Deliveries of bottles restricted

The shortage of medicine bottles throughout the country has been largely due to secondary picketing preventing bottles from leaving the Barnsley depot of Beatson Clark & Co Ltd, the company which manufactures most medicine bottles used by retail pharmacists and the pharmaceutical industry.

Indeed, pharmacists report that some sizes of bottles are now unobtainable.

Mr John Clark, marketing director, Beatson Clark, has told *C&D* that the company's factory and warehouse at Barnsley, South Yorks, has been subjected to secondary picketing since the lorry drivers' industrial dispute began. "We were unable to deliver anything from Barnsley until January 15. We nearly had to close down the factory. However, we were able to make an agreement with the pickets and the local unofficial strike committee last Monday which, apart from a hiccup last Tuesday, we have been able to honour on both sides and maintain a restricted service to our customers from last Wednesday. So from January 17, with our special dispensation, we have provided a restricted service to the pharmaceutical industry only; containers for food have been stopped by the pickets.

## Letter to Minister

The matter has been raised with the Government by the National Pharmaceutical Association in a letter sent on January 18 by Mr Joseph Wright, director of the association, to Mr Roy Mason at the House of Commons in his dual capacity as a Member of the Cabinet and as Member of Parliament for Barnsley.

Mr Wright's letter says he understands that the pickets will allow a few vehicles to pass provided the driver has a letter signed by an official of the Area Health Authority certifying that the cargo is needed for urgent medical purposes. "But such letters are difficult to obtain and we fear that, unless something is done quickly, it will become impossible for chemists to dispense prescriptions.

## Local action plea

"We understand from the management at Beatson Clark that the Barnsley pickets are working to instructions from a local unofficial strike committee and that they appear to take no notice of the 'official line' propounded by the Transport and General Workers Union. This is clearly a problem which can only be solved by local action and, as the MP for the constituency, I hope it will be possible for you to exert some influence, perhaps through the local Labour Party or the local trades council."

Mr Wright wrote that, apart from the immediate effect on dispensing pharmacists throughout the country, the picketing of Beatson Clark's depots is interfering

## Suicide verdict on pharmacist

A verdict of suicide whilst the balance of his mind was temporarily disturbed was recorded for the death of John Norman Stokes, MPS, at Nottingham District Coroner's Court recently. At the inquest the father of the 33-year-old pharmacist said his son had been worried by his unsuccessful attempt to set up his own business. He had become moody and reserved but his father thought he had begun to show some improvement. Mr Stokes was a former secretary and former chairman of the Mansfield Branch of the Pharmaceutical Society.



# Gold Trail breaks all records

Numark received over 27,000 correct entries during their Gold Trail promotion. They say that this, their 44th nationally advertised consumer promotion, "broke all records."

Early on Numark wholesalers reported heavy repeat buying from members as consumer sales responded to the low priced products and the merchandising and advertising backing the promotion. Even after allowing for an inflationary element Numark say that their promotional sales in 1978 showed a "massive" increase in real terms on the previous year. The company believes that this proves the value of advertised promotions in building new sales and profits for their members and in creating the value for money image so necessary to independent chemists.

Numark chemist, Mrs S. Hopkins MPS, is pictured holding aloft a voucher worth £500 for gold watches, which she had just received from Donna Hartley (far right) the "golden girl of athletics." Mrs Hopkins won the voucher because the winner of Numark's Gold Trail competition, Mrs Pam Balistrari, collected her entry form from one of Mrs Hopkins two shops, in Barton-on-Humber and Cleethorpes. Also pictured are (left) Mr Charles Wragg, a director of the Numark wholesalers who supply Mrs Hopkins' shops and (middle right) Numark's chairman Mr David Coleman.



Numark's Gold Trail pharmacist winner—see story

knowledge of a patient's OTC medication habits and the fact that chemists are open for longer hours, they estimate that on 1977 quantities it would cost an extra £116,000. The patient would also be involved in a second visit by having to go to the chemist.

A similar scheme to that proposed has been working well in Somerset since before the NHS reorganisation in 1974; patients consult the clinic doctors then take prescriptions for supplies to the local pharmacies.

## Hacks arresting!

Hacks new "green frog in the throat" television commercial has been highly successful in capturing viewers' attention, according to ratings just issued by Television Advertising Bureau (Surveys) Ltd (TABS). During the pre-Christmas period November 15 to December 12 the commercial achieved third place—behind Sekonda watches and NDC milk—in the TABS league table, which is a measure of "interest" levels among a panel of 3,500 viewers in the London TV area.

The following "top ten" scores of special interest to chemists has been prepared by TABS for C&D (a score of 50 is a good average, 81 the highest-ever and 30 is reported as low):

Hacks	67
Halls Mentholyptus	61*
Boots	60
Shield soap	60
Vick vapour rub	59
Philishave	56
Coldrex	56
Ribena	56
Lentheric perfumes	55
Lux toilet soap	55

\*Created strong interest, but seen only by a small sample.

Kodak cameras and Oil of Ulay were just outside the ten. Three other perfumes—Rive Gauche, Just Musk and Yardley Laughter—achieved scores of 50 or more. Chanel No. 5, despite a high budget, failed to reach the higher scoring levels, though its appeal may have been limited to a smaller target audience.

TABS are providing "seasonal" advertisers with mini-reports showing campaign performance, with full sex, age, etc, analysis. Reports covering all advertised brands are available, price £200 per product field, from TABS, 12 Greek Street, London W1V 5LE.

## Thermos rise cut

A proposal for a 9 to 10 per cent average increase in the prices of Thermos vacuum flasks and jugs has been cut to 5.33 per cent by the Price Commission—and Thermos Ltd have given an assurance that they will not seek to increase prices before November 1979 unless there are abnormal increases in unit costs.

The Commission's report on Thermos Ltd published last week finds, however, that the company is "a highly efficient supplier of goods and services". Its net profit margins have averaged about 20 per cent over the period 1975-78 and the return on capital has averaged over 20 per cent on a current cost accounting basis.

The Commission comments: "Thermos's trading policies are therefore yielding levels of profitability which are high when compared with the experience of UK manufacturing industry. "The Commission takes the view that the company's scale of operations has now reached a size that enables it to reap significant benefits from further growth in output volume." The Commission reports that Thermos have 70 per cent of a UK market for vacuum ware worth a forecast £6.7m in 1978—up from £2.9m in 1973.

## Register gains one

There was a net gain of one pharmacy on the Pharmaceutical Society's Register of Premises in December 1978. Twenty pharmacies opened up in England, two of which were in London and 16 closed down, two being in London. In Scotland four closed down and in Wales two opened up and one closed down.

## AHA turns down distribution bid

Lancashire Area Health Authority has turned down a request from local pharmacists to distribute family planning supplies through pharmacies instead of clinics.

The pharmacists claimed that extra support for chemists would help to prevent further closures, pharmacies were more convenient and open longer than clinics, and pharmacists were best able to intervene in possible drug interactions because they were aware of the patient's other medication.

The AHA say that the major reason for turning down the request was one of cost. While agreeing that the points in favour of the chemists included his

## Hills and SKF

We regret that the name of Hills Pharmaceuticals Ltd, was omitted in error from the list of wholesalers able to supply Smith, Kline & French Laboratories "ethical" range during the current transport crisis (last week p52). SKF products are in stock at all Hills depots and subsidiaries.

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Trademark

**Surgicare™ System 2**  
saves the daily trauma  
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bags often resulting in  
irritation, soreness  
and discomfort.

The Stomahesive™ with  
Flange can be left on  
the skin undisturbed  
for several days whilst  
pouches are replaced as  
often as necessary...  
so simply.

### Kinder to the skin

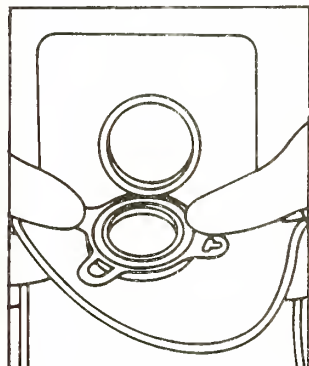
Stomahesive™ with Flange  
may be used by patients  
who have experienced  
sensitivity reactions when  
using ordinary adhesives  
and karaya or where  
perspiration under  
the adhesive is a regular  
source of irritation  
and discomfort

### Unequalled comfort

The Stomahesive™ base  
will mould to irregular  
contours of the skin and  
is so easy to apply  
without wrinkling.  
Comfort is derived not  
only from the feel of  
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against the skin  
but from the confidence  
that the appliance  
will be secure  
and leak free  
irrespective of  
the condition  
of the skin.

### Avoids adhesive trauma

With the Stomahesive™  
flange remaining  
undisturbed, pouches may be  
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necessary



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# Government's petition reply a 'regurgitation'

The government have at last issued their reply to the remuneration petition submitted to Parliament by chemist contractors in England and Wales—and it has annoyed the PSNC.

Mr Alan Smith, PSNC chief executive, was forthright in his criticism this week of the government's handling of their response to the petition. He said "The reply has been produced six months after the petition was originally delivered and it is really nothing more than a regurgitation of a letter we received from Mr Ennals as far back as March last year. There is absolutely nothing new in the reply and it only seems to thoroughly confuse the critical issues concerning

pharmacists. For example, the reply states that many closures of pharmacies have resulted from factors which are totally unconnected with the level of NHS remuneration. This is incorrect as FPC surveys of closures have clearly illustrated."

Mr Smith also rejects the statement in the petition reply that it was not the overall level of NHS remuneration (including the profit margin which was posing concern to the network of NHS dispensing services but the unsatisfactory distribution of the remuneration. Mr Smith adds: "This is not the issue at all. The net closures in 1978 are running at approximately the same rate as in 1977

and if the sole cause for concern were the dividing of the global sum the closure rate would be halted. The real issue is that the total sum available is grossly inadequate."

Despite its irritation that the government should have waited so long to reply to the petition, the PSNC wishes to express its appreciation to pharmacists and to the public at large for their contribution to the success of the petition last year which resulted in one million signatures and the establishment of a panel of independent assessors.

We regret that the full text of the government reply was received too late for inclusion in this week's issue.—*Editor*.

## 'Data sheets' for patients proposal

Pharmacists, doctors and the industry should together devise data sheets that could be given to patients. Doctors could then "prescribe" them in the same way they order "NP" labelling, believes a Derbyshire pharmacist.

Mr S. T. Garner, district pharmaceutical officer, Derbyshire Area Health Authority, said on Monday it was difficult to decide exactly how much patients should be told about their prescribed medicines. They needed enough information to complete the course safely and effectively, which included how and when to take their drugs and which important interactions to avoid. But too many warnings about side effects could persuade them not to take anything at all, he told the Royal Society of Health pharmaceutical group.

Psychiatric patients, the elderly and those whose treatment was imperative, such as diabetics, needed extra help. Pharmacists could improve patient compliance by spending a little more time in explanations when handing over the medicine; they should write clear labels with extra directions where necessary and could provide other aids such as medication cards, special containers or coloured labels indicating when the medicine had to be taken. In hospitals, pharmacists could dispense directly from the outpatient clinics and sort out any difficulties as soon as they occurred.

## Sangers close Harlesden

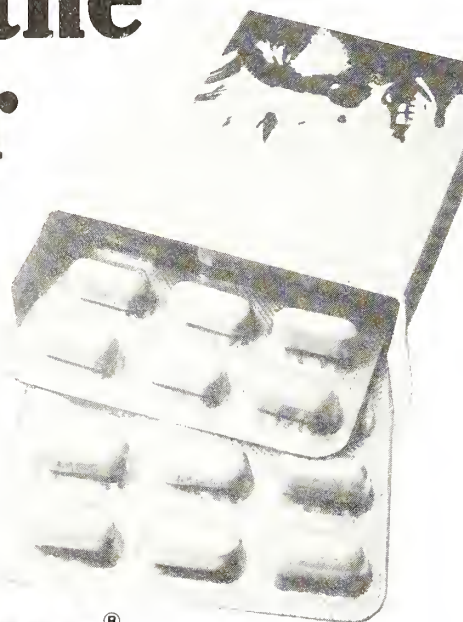
Resulting from a survey of trading locations in the Greater London area, Sangers Ltd have decided to consolidate the delivery service from their Harlesden branch into depots at Walthamstow, Hackney, Twickenham and Bermondsey, with effect from February 1.

The plans have been discussed with chemist customers who are participating in the development, and Sangers say they are confident that an enhanced service will result. Mr S. H. J. Johnson, Harlesden branch manager, has been appointed the depot manager of Sangers' largest London "ethicals" branch at Hackney.

# Non-ergotamine Migraleve is the one anti-migraine specific you may sell over the counter

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by Xrayser

**Lord Allen of Fallowfield** is to retire as general secretary of the Union of Shop, Distributive and Allied Workers, in July, thus bringing to an end 33 years' service as an official of the union.

**Dr James Bridges** has been appointed to the new Chair in Toxicology, University of Surrey. This is the only university chair in toxicology in the UK. Dr Bridges, at present reader in the University's department of biochemistry, gained his BSc in chemistry and physiology in 1960. He is director of the recently founded Institute of Industrial and Environmental Health and Safety.

**Professor D. A. Norton** will resume headship of the School of Pharmacy and Pharmacology, University of Bath, on August 1, in succession to Professor R. T. Parfitt under the University's system of rotation of office. Professor Norton plans to retire at the end of the 1980-81 session, thus completing his long association with pharmaceutical education in the West of England. Appointed head of the school of pharmacy at Bristol College of Technology in 1955, he has taken a leading role in developments through the successive stages of Regional College and College of Advanced Technology in Bristol, and of the establishment of the University of Bath to which he was appointed professor of pharmacy and first head of school in 1964.

## Deaths

**Morris:** On December 26, 1978, Mr Mark Morris aged 75. *Mr R. J. Woodward, a director of Larkhall Laboratories writes:* Mark Morris was well known in the field of pharmaceutical and cosmetic contract manufacturing. His experience of production went back to the early 1920s when he worked for Menley & James in Coldharbour Lane, Brixton. After the war he went to the then Bayer Products Co to manage production in their new East Molesey factory. However, he had always been an independent character and after a brief stay at Bayer he moved to open his own business (Pharmaceutical Supplies) in association with Thomas Marns (Jr). The business was eventually sold to International Laboratories Ltd and Mark worked with that company until his retirement in 1970. He always said he could never stop working and so he opened his own consultancy and bought a small manufacturing company selling impregnated knee supports. He thoroughly enjoyed these last years and often said how he wished he'd retired many years ago! Mark will be sorely missed by his many friends in the pharmaceutical industry. He was an exceptional character with great integrity from the "old school". At Larkhall Laboratories we shall miss him greatly because he had given so much of his later years to helping develop our factory. His experience and wise counsel can never be replaced.

## Time to pay

It is the season of bills now, with all the pre-Christmas accounts falling due, and the annual subscription demands homing in on me like bees round a honeypot. I never knew a family that has as many interests as mine! The very first of the post-festives was the demand from the Pharmaceutical Society for £37 for me, and £21 for the shop. Not my favourite charity, but necessary no doubt. Then came the others. The church magazine (I've got to keep in with them), gun club, tennis club, art society, music society, boat club, a couple of local charities, motor club, book club—family interests all—and soon the NPA and PATA will be calling on me. The one bright spot has been the arrival of the NPU Holdings dividend cheque—all the more welcome because I once worked out that it would take 14 years to get my money back, not being able to sell the shares even if I wanted to. Oh well, back to the cheque book.

## Young cosmetics

Not long ago the proof that a young female considered herself old enough to be treated as a woman, was for her to appear in public "made up". I remember, too, those occasions when we had real difficulty in keeping a straight face when advising one such about the removal of a famous waterproof mascara—very black and very blobby—which had been applied over false eyelashes with a heavy and inexperienced hand. Altogether a genuine lash up! But we don't often see this sort of thing now do we? Apart from the punk rockers that is, whose use of colour might be called unusual, but which looks accurate in achieving the desired effect and is not unskillful. It was interesting therefore to read from a report carried out for the BBC Jimmy Young Show, that while 83 per cent of youngsters did use cosmetics and cleansers, the emphasis seems to have changed from coloured beauty enhancers to basic skin care. Remarkable that 44 per cent use moisturisers daily and 47 per cent use cleansers. Only 20 per cent use face powders and about 60 per cent use lipstick and mascara. My sales reflect this, for they show a marked growth in the skin care ranges, but a levelling off in the others. I apologise for not quoting further figures in depth, but if you would like them, just send a large stamped addressed carrier bag and £432 to NOP Market Research Ltd. . . .

## NEWS IN BRIEF

□ The index of retail prices for all items in December was 204.2 (January 1974 = 100). This represents an increase of 0.8 per cent on November 1978 and of 8.4 per cent on December 1977 (188.4).

□ Chemists and appliance suppliers in Northern Ireland during October 1978 dispensed 1,084,920 prescriptions (681,203 forms) at a gross cost of £2,624,607, representing an average £2.42 per prescription.

□ Cases to be considered by the Pharmaceutical Society's Statutory Committee when it meets on January 29 February 1 include a member of the Society convicted of offences under the Theft Act and a body corporate convicted of offences under the Food Hygiene (general) Regulations.

□ A poster announcing a \$1,000 reward for the first person to report a confirmed

case of smallpox is being distributed by the World Health Organisation in an effort to encourage public vigilance. In 1978 field teams in the Horn of Africa checked out more than 18,000 cases of skin rash with fever, none of which was smallpox.

□ A report by the Food Additives and Contaminants Committee recommends that regulations should be made under the Food and Drugs Acts controlling, by permitted list, those flavour modifiers that may be added to food. The committee has also recommended that flavour modifiers should not be used as ingredients in foods described as being specially prepared for infants and young children. Representations by interests concerned should be addressed to Food Additives and Contaminants division, Room 556, Great Westminster House, Horseferry Road, London, by March 30. The flavour modifiers recommended for inclusion in the permitted list are: monosodium glutamate, guanosine 5'-disodium phosphate, inosine 5'-disodium phosphate and sodium 5'-ribonucleotide.

# COUNTERPOINTS

## Unichem forced to prune February bargain buys

Unichem tell us that the effect of the lorry drivers strike on availability of OTC products has necessitated a severe pruning of the list of "bargain buys" for February. Advance notice of this has already been circulated to all customers and, in consequence, the offer order form will be distributed only to shareholder members.

The products now on offer for the period February 12-23 are as follows: Alberto Beyond conditioner, Alberto Get Set hairspray, Aquafresh, Aspro Clear, Aspro regular, Body Mist, Brylcreem, Brylcreem anti-dandruff, Chapstick, Cow & Gate Liga rusks, Earex ear drops, Elseve conditioners, Enos Fruit Salts,

Famel, Famel honey & lemon, Famel children's cough linctus, Famel pastilles, Ingram shaving cream, Johnson's baby bath, Kotex Soft 'n Sure, KY jelly, Macleans, Optrex eye make-up remover cream, Paddi-Pads, Potters catarrh pastilles, Radox herbal bath, Revlon ZPII shampoo, Savlon antiseptic liquid, Setlers, Silvikrin hairspray, Ultrabrite toothpaste, Virol, Vitalis, Zubes.

On offer exclusively to Unichem shareholding members from February 1-16 are the following: Johnson's Carefree panty shields, Kleenex for men, Matey bubble bath, Mum Rollette and refill, Slender and Vosene. *Unichem Ltd, Crown House, Morden, Surrey.*

## Hanimex scheme

Hanimex are launching a promotion project designed to encourage Hanimex products stockists to produce more effective advertising. Participating dealers enjoy "generous advertising grants" on a wide range of Hanimex products and, additionally receive a promotion pack containing layouts and ideas as well as details of a photo product supply service.

Over £1500 worth of prizes are being offered for the most effective advertisements produced. These include individual sales area prizes of ten Sinclair microvision televisions as well as £500 worth of Cooks travel vouchers.

The advertising grant can be used for virtually any form of pictorial promotion but it must appear before the end of April. *Hanimex (UK) Ltd, Hanimex House, Dorcan, Swindon.*

## Bic — seven for five

Seven Bic razors are currently being offered for the price of five (about £0.28). For the price of 150 razors therefore the retailer will receive sixty extra units free and can then clear the 7-razor packs with only 30 sales. The new pack features Edward Woodward, the first time a "personality testimonial" has been featured on pack, and a "2 free" flash. Press and television advertising, also featuring Edward Woodward, will support the new pack offer and point of sale material is available. *Biro Bic Ltd, Whitby Avenue, Park Royal, London NW10 7SG.*

## Minadex support

A six week television campaign worth £110,000 begins at the end of this month for Minadex. The commercial will be seen in the Lancashire, Midlands, Yorkshire and Tyne Tees areas.

A three week radio campaign worth

£13,500 will also be heard on Capital Radio during the beginning of February, and national Press advertising, with the copy line "The ingredients doctors recommend", will continue until the end of March in leading women's magazines. *Farley Health Products, Torr Lane, Plymouth, Devon PL5 5UA.*

## Bran Slim spend

From March onwards Thompson Medical Co Ltd will be spending £300,000 advertising Bran Slim on national television. This will be backed up by a major women's Press campaign. The company have also produced two new display units for Bran Slim. *Thompson Medical Co Ltd, Cunard Road, London NW10*

## NPA offers

NPA will be offering the consumer 4p off the normal price (£0.31) for their Lotus nail polish remover and up to 4p off their cotton wool—puffs, pleats and nursery wool. The independent chemist will receive bonuses on these products as well as on Nusoft sanitary belts and pants, Nusoft facial tissues 150s, Nusoft hankies 50s, Nusoft toilet roll, Nusoft kitchen roll and counter and prescription bags. *ICML, 51 Borcham Road, Warminster.*

## Ayds campaign

Cuticura Laboratories are mounting a four month national Press advertising campaign for Ayds. Until May, prominent insertions in the *Daily Mail*, *Daily Mirror*, *Sun* and *Sunday People* will feature real life Ayds slimming success stories. In addition, a total of 28 million coupons, each worth 25p—redeemable against purchases of Ayds—will be included in the advertisement. *Cuticura Laboratories, Clivemont Road, Cordwallis Trading Estate, Maidenhead.*

## Refresh feet



A new chiropody sponge has been introduced by Holdwood International Ltd. It is called Refresh (£0.59) and will be supported by Press advertising in national magazines from March. Dendron will be distributing the product and are offering a 14 for 12 bonus during January and February. *Holdwood International (Cosmetics) Ltd, Guildford Chambers, 54 Cheapside, Luton, Beds. Distributors: Dendron Ltd, 94 Rickmansworth Road, Watford, Herts.*

## Two from Rose Laird

Rose Laird have added two new products to their skin care range: rinse-off cream cleanser (100g jar £2.15) and hand and body lotion (170ml bottle £2.15). *Rose Laird Ltd, Clivemont Road, Cordwallis Trading Estate, Maidenhead, Berks*

## Tickle price is reduced

Bristol-Myers Co Ltd have temporarily reduced the price of Tickle roll-on anti-perspirant deodorant to encourage more consumers to purchase the brand at a time of year when deodorant sales are traditionally low. The in-store price is now £0.59 for 60ml, and selected packs carry special stickers which will entitle the purchaser to a further £0.30 refund if the label is sent to: Tickle Refund Offer, PO Box 1, Dept 107, Wirrall X L62 4XW. *Bristol Myers Co Ltd, Station Road, Langley, Slough SL3 6LB.*

## Neovita capsules

Neovita, a multivitamin General Sale List capsule containing also ginseng and iron (30 capsules, £2.59) is now being distributed by *Farillon Ltd, Bryant Avenue, Romford.*



# NOW HARMONY'S SO FINE, IT'LL DISAPPEAR OFF YOUR SHELVES.

Soft, fine Harmony, 1978's fastest-growing hairspray.

In 1979, we're giving it a new mechanism for an even finer spray...and saying so in our new TV advertising, and on the pack.

So it'll be even more popular than it was in 1978!

New, even finer Harmony—for new, even bigger sales.





BIGGEST  
SELLER

BIGGEST  
ADVERTISER

BIGGEST  
PROFIT  
MAKER

DIGESTIF  
RENNIE

**STAY AHEAD WITH RENNIE**  
**THE BRAND LEADER**

*Rennie & Digestif Rennie are registered trade marks.*

Nicholas



# COUNTERPOINTS

## 'Gentle' baby bath from Johnson & Johnson

As part of Johnson & Johnson's intensive new product operation they are launching their first new baby product for at least five years. Johnson & Johnson's baby bath will be available for sale from January 29 and will be advertised with the copy line: "There's no gentler way to bath your baby." It is based on the same amphoteric detergent used in J&J's baby shampoo.

Packed in a blue-and-white bottle Johnson's baby bath will come in two sizes (120ml £0.40, 285ml £0.76). During the launch period retailers will be offered a 10 per cent discount and a special counter display unit will be available to chemists only. Like other Johnson baby products, baby bath will also be sold through supermarket and grocery outlets.

The company will be backing the new product with advertising worth £150,000. The first burst which will break in February will concentrate on the baby Press, including the three annuals, and publications like *Mother, Mother and Baby* and *Living*. During this time it will also be advertised to the professional Press going to nurses and health visitors. As from February 1 the product will also be available to first time mothers through the Bounty operation. A move to extend this to second and third time mothers through the other Bounty packages is being considered. The company will also be sampling the baby bath to clinics and hospitals themselves.

Later in the year the emphasis will shift a little to include adult "Johnson's babies" and baby bath will be advertised in major women's magazines from September. The theme of the advertising in both cases will be that Johnson's baby bath is the "mildest on the market." Chris Wicks, marketing manager for the baby products division told *C&D* that he saw the main competition coming from the Boots own brand and Infacare, but that he also saw the introduction and advertising of Johnson's baby bath increasing consumer awareness of bath products and therefore expanding the market. "There's quite a lot we can do with this product," he added, "at the moment baby bath products have the lowest market penetration of all baby products, except perhaps baby oil. We feel that our product and the amount we are spending on promoting it will probably attract more customers." *Johnson & Johnson Ltd, Slough, Berks SL1 4EA.*

## Wool offer

Lilia-White are promoting Dr. White's 10s packs size 1 and 2 until February 16. Each pack will contain one of five free



knitting patterns and a coupon enabling the consumer to obtain a free ball of Patons "husky" wool—valid against a purchase of 10 balls. *Lilia-White Ltd, Alum Rock Road, Birmingham B8 3DZ.*

## Outdoor girl add Classical Contrasts

Outdoor Girl Cosmetics are currently launching a collection of cosmetics called Classical Contrasts. There are two new eye shadow co-ordinates (£0.75) in classical daylights and nightlights, four Super-pearl shadows (£0.38) in ivory, beige, blue and green, two contrasting lipstick shades (swivel £0.48 and push-up £0.33) in briar rose and geranium. The latter two colours are repeated in the nail polishes (£0.46).

The company will also be launching two new mascaras in March. Waterproof Marvelash (£0.68, refill £0.51) in black, browny black and brown and Cream Marvelash (£0.68, refill £0.51). *Outdoor Girl Cosmetics, Hook Rise South, Surbiton, Surrey.*

## Radox posters

Following a test market in Scotland in 1978, Nicholas Laboratories Ltd are extending their poster campaign for Radox salts. During the first three months of 1979 Nicholas are spending a national equivalent of £120,000 purely on poster advertising for Radox salts in the Southern, London and Midland regions. There will also be national Sunday Press campaign running throughout the year in the popular Sunday newspapers.

The poster campaign involves full colour four-sheet posters featuring a number of everyday situations which can cause aches and pains. The familiar Radox Salts pack appears, on each of

the four posters in the series, transformed into objects related to the individual themes.

For example, in a washing day situation, the pack appears as an item of washing on the line with the copy line: "When wash day leaves you all washed out—relax in a Radox bath." Other posters feature home decorating, gardening and shopping. *Nicholas Laboratories Ltd, 225 Bath Road, Slough, Berks.*

## Marigold offer

Spring is traditionally said to be a peak selling period for housegloves and LRC Products Ltd will be giving Marigold gloves a boost with a major consumer offer on the Fleur medium weight glove. Three-quarters of a million packs of Fleur have been flashed with details of an offer of a Melitta coffee maker at £12.75 (a saving of £8 on the recommended retail price).

Each pack of Fleur contains a coupon with details of the offer and consumers are required to send this with two proofs of purchase. The promotion runs until November 30, 1979.

To stimulate interest in-store, LRC is providing full colour shelf wobblers and header cards for the beanstalk display stand. The promotional packs will be available in outers of 12 and a special new outer of 24. *LRC Products Ltd, Sanitas House, Stockwell Green, London.*

## Natural garden aids

For the 1979 season Pbi are launching a range of gardening aids which are made only from natural ingredients. The company explains that these products are aimed at the potential three million new customers who will not use modern chemicals on their gardens. The range will be called Back to Nature and will be launched in February with Back to Nature plant food (1kg £0.78, 5kg £2.57) which will contain bone flour, hoof and horn meal, dried poultry manure, seaweed, Chilean potash nitrate and gypsum. Also available for sale from February 1 will be the Back to Nature insect spray (50ml £0.39, 100ml £0.65). Jumbo number four sizes of Baby Bio composts will also be made available this year and Hexyl and Dithane have been repackaged.

Pbi will also be backing their products with a heavyweight advertising campaign during the year. Advertisements will appear regularly throughout the year in both the national and specialist gardening Press, and some television advertising is also planned. *Pbi, Britannica House, Waltham Cross, Herts.*



# AN OFFER YOU



21% Off



16% Off



26% Off



25% Off

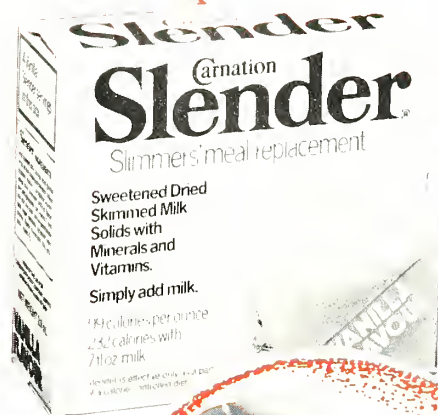
Are you  
interested in  
becoming part owner  
of your own wholesale organisation?  
Why not write off now....



# CAN'T REFUSE!



12%  
Off



19%  
Off

SIVE  
HEM  
ERS

24 %  
Off



21%  
Off



To J.A.L. Speller, General Sales Manager, UniChem, Crown House, Morden, Surrey, SM4 5EF

I am an Independent Retail Pharmacist and would welcome more information about UniChem.

Name \_\_\_\_\_

Address \_\_\_\_\_

Date \_\_\_\_\_

CD/2/79

AVAILABLE

t - 16th FEBRUARY



# £300,000 to make Bran-Slim

Bran-Slim is already the fastest growing slimming product on the market.

And we've increased the budget on our new advertising to make sure it stays that way.

Starting in early March, £300,000 will be spent on national TV, backed up by a major women's press campaign. Through the spring and summer, persuasive testimonials will be seen by 8 out of 10



**National T.V. Campaign  
March-June**





# the box will bran leader

potential slimmers. Just at the time when they'll want to look their best for the beach.

You can recommend Bran-Slim with confidence because it's the natural way to lose weight – safely and effectively.

Now you can also show Bran-Slim to your full advantage by using our two new display units. They're specially

designed to increase your sales and profits. On the "Deal 36" (which is a pack of 36 with a free display unit) sales have increased up to five fold.

On the "Deal 54" (which is a display of 54 pre-packed in a free floor-standing unit) sales have increased up to ten fold. Call your wholesaler now for details.

THOMPSON MEDICAL COMPANY LIMITED.  
Cunard Road, North Acton, London NW10 6PN. Telephone: 01-235 1429.





# COUNTERPOINTS

## 'French Quarter' to sell couture house perfumes

It is probably true to say that most great French perfumes have been created in conjunction with French couturiers, couturiers who have been highly competitive in their own right, jealously guarding their clientele from other houses. Now however four famous couture houses have joined forces in the fragrance field to produce and market those fragrances. The umbrella under which the four design houses, Courreges, Guy Laroche, Jacques Fath and Ted Lapidus, will gather is called the French Quarter.

The French Quarter is not simply a concept, it is an actual place within de-

partment stores and larger chemists where customers can go and choose their fragrance. The customer will learn that every fragrance represented is truly French, that the consultant will have undergone extensive training on the history and composition of fragrance, that she may have her purchase gift wrapped free of charge and that whatever fragrance she buys she will be given a free trial size of another perfume product.

Two of the couture houses under the umbrella of the French Quarter will be introducing new fragrances in 1979. Jacques Fath will be introducing *Expres-*

sion in March, and Guy Laroche will be launching *J'ai Osé* ("I dared") in May.

*Expression* by Jacques Fath (£2.50-£23.00) is of the floral chypre family with exotic wood and amber notes. It is presented in a flat, pebble shaped bottle. *J'ai Osé* (£3.50-£30.00) is described as an "intimate perfume born of the wood and flower family and enriched by a harmonious blend of aldehydes, spices and amber." Guy Laroche commissioned the sculptor, Serge Mansau, to create its distinctive glass bottle.

A full promotional programme, heavy advertising support and extensive sampling will support the new perfume conglomeration, called The French Quarter, which will be in operation throughout the UK from March 15. *Parim Ltd*, 14 Grosvenor Street, London W1X 0AQ.

## "Ear Piercing?"

"IT'S SO EASY AND PROFITABLE  
I WISH I'D STARTED  
YEARS AGO"

It was just eight months ago, that I started and last week I did my 150th piercing. Making about £3 profit a time you can see why I wish I'd been doing it for years.

I pierce in the open shop, and it's so quick - faster than making up a prescription. What's really surprising is I've got a lot of competition but it would seem that people prefer to put their trust in piercing at a chemist shop - and not only that - I'm using the safest system in the world - Inverness, the only disposable system.

Inverness  
Ear Piercing kits  
start at £29.

Please send me an Inverness brochure.

Please ask a representative to telephone me to arrange a No Obligation demonstration

Name

Address

Telephone No

Louis Marcel Ltd, 12 Bexley Street, Windsor. Tel: Windsor 51336.



N.B. The above is based on an actual example. The picture is of an actor

## Nomor Grey support

Holdwood International are putting £50,000 behind the first phase of their 1979 promotional campaign for Nomor Grey. A new improved formulation of Nomor Grey is said to ensure long term shelf life, greater efficiency in use and includes a new fragrance in addition to lanolin based conditioners.

Consumer advertising which breaks in March features regional television, 500 colour tube cards throughout the London network and a high frequency schedule in *TV Times*, *Reveille*, the *Daily Mail* and *Daily Express*.

As further encouragement to ensure adequate stocks to meet the expected demand Nomor Grey's distributors, Dendron Ltd are offering a 14 for 12 bonus throughout January and February. *Holdwood International (Cosmetics) Ltd*, Distributors: *Dendron Ltd*, 94 Richmansworth Road, Watford, Herts.

## Sachet added

Dylon have added a new curtain whitener sachet (£0.30) to their range. The sachet is said to contain enough for four medium sized net curtains. After washing the nets in the usual way users should add the whitener to the final cold rinse. *Dylon International Ltd*, Worsley Bridge Road, Lower Sydenham, London SE26.

## Quant shades

Mary Quant are introducing six new shades of nail polish (£0.75) which are described as the "nearly nude" range. The colours are all clear, honeypot, nearly nude, barely beige, tropical tan and pastel pearl. *Mary Quant Cosmetics Ltd*, *Smith & Nephew Cosmetics Ltd*, Hook Rise South, Surbiton, Surrey.





# MADDEN CONTACT LENSES LTD

## announce the CROPTICS 79 SUNGLASS COLLECTION

*REACTOLITE RAPIDE - the fastest changing photochromic glass lens known:-*

### D1 PACKAGE DEAL

RRP each  
exc. VAT

2 pieces	RA201	9.24
2 pieces	RA202	9.24
2 pieces	RA203	9.24
2 pieces	RA204	9.24
2 pieces	RA205	9.24
2 pieces	RA206	9.24
2 pieces	RA207	9.24
1 piece	RA208	9.24
1 piece	RA209	9.24

Standard Cost to Retailer: £98.56 + VAT

MCL Ltd Cost to Retailer: £98.56 LESS

12½% + VAT

### D2 PACKAGE DEAL

RRP each  
exc. VAT

6 pieces	RA201	9.24
6 pieces	RA202	9.24
6 pieces	RA203	9.24
6 pieces	RA204	9.24
6 pieces	RA205	9.24
6 pieces	RA206	9.24
6 pieces	RA207	9.24
3 pieces	RA208	9.24
3 pieces	RA209	9.24

Standard Cost to Retailer: £295.68 + VAT

MCL Ltd Cost to Retailer: £295.68 LESS

15% + VAT

BOTH PACKAGE DEALS INCLUSIVE OF DISPLAY STAND

### RAPIDE "MAGNIFIQUE" COLLECTION

15 Piece Unit

3 pieces	RR701	15.90
3 pieces	RR702	15.90
3 pieces	RR703	15.90
3 pieces	RR704	15.90
3 pieces	RR705	15.90

Standard Cost to Retailer: £159.00 + VAT

MCL Ltd Cost to Retailer: £159.00 LESS 15% + VAT

Other sunglass details and prices from Michael Hemmings, Madden Contact Lenses Limited.

N.B.—Prices correct at the time of going to press.

FROM:

Please supply the following:	D1 PACKAGE DEAL	<input type="checkbox"/>
	D2 PACKAGE DEAL	<input type="checkbox"/>
	RAPIDE "MAGNIFIQUE" COLLECTION	<input type="checkbox"/>
	COLOURED BROCHURE OF COMPLETE 1979 SUNGLASS COLLECTION & PRICES	<input type="checkbox"/>

Send to: Madden Contact Lenses Ltd  
Castleham Road, St. Leonards-on-Sea  
East Sussex, TN38 9NB



## *Mr Pharmacist . . . .* CONTACT LENS SOLUTIONS

- (1) Did you know that over 50% of your customers suffer from some form of sight impairment?
- (2) Did you know that contact lenses are the fastest growing area for corrective vision?
- (3) Did you know that every contact lens wearer requires contact lens solutions for lens maintenance?

If you answer YES to all 3 questions — you are selling contact lens solutions and probably buying from Madden Contact Lenses Limited.

If you answer NO — then talk to the U.K.'s largest distributor of contact lens solutions:

**M. C. L. LTD**

OR

**Order Now From The Following Introductory Offers:**

**OFFER CLOSES 28th FEBRUARY, 1979**

PARCEL "A"	RRP each exc. VAT	PARCEL "B"	RRP each exc. VAT
3 Liquifilm Wetting 60ml	1.05	3 B & H Wetting Solution 60ml	0.88
3 Clean-N-Soak 120ml	1.27	3 B & H Soquette Soaking Solution 120ml	0.83
3 LC 65 Cleaning 15ml	0.82	2 B & H Titan Cleaning Solution 35ml	1.37
3 Hydrocare Solution 120ml	1.43	3 B & H Soft Lens Comfort Drops 15ml	1.21
2 Allergan Preserved Saline Solution 240ml	1.50	3 B & H Hexidin (Storage & Rinsing Solution) 120ml	1.17
3 Hydrocare Protein Remover Tablets (12 per box)	2.64	3 B & H Cleaner No. 4	1.15
PARCEL COST: £15.43	PROFIT: 40.9%	PARCEL COST £12.93	PROFIT: 34.79%
Bonus — 1 free Allergan Preserved Saline Solution 240ml		Bonus — 1 free B & H Titan Cleaning Solution 35ml	
PARCEL "C"		PARCEL "D"	
3 B.P. Adapt 15ml	1.54	3 Contactaclean 20ml	0.82
3 B.P. Clens 60ml	1.54	3 Contactasoak 120ml	0.90
2 B.P. Soaclens 120ml	1.54	3 Contactasol 50ml + 7ml	0.92
3 B.P. Preflex 45ml	1.56	3 Hydroclean 20ml	0.81
3 B.P. Flexsol 180ml	1.91	3 Hydrosol 20ml	0.76
3 B.P. Normol 180ml	1.01	2 Hydrosoak 20ml	1.00
PARCEL COST: £19.42	PROFIT: 28.85%	PARCEL COST: £11.74	PROFIT: 24.88%
Bonus — 1 free Soaclens 120ml		Bonus — 1 free Hydrosoak 20ml	

VAT NOT INCLUDED. CARRIAGE & PACKING EXTRA.

N.B.—Prices correct at the time of going to press.

FROM:

Please supply the following:

PARCEL "A"	<input type="checkbox"/>
PARCEL "B"	<input type="checkbox"/>
PARCEL "C"	<input type="checkbox"/>
PARCEL "D"	<input type="checkbox"/>
FULL MCL SUPPLIES PRICE LIST AND ORDER FORMS	<input type="checkbox"/>

Send to: Madden Contact Lenses Ltd  
Castleham Road, St. Leonards-on-Sea  
East Sussex, TN38 9NB



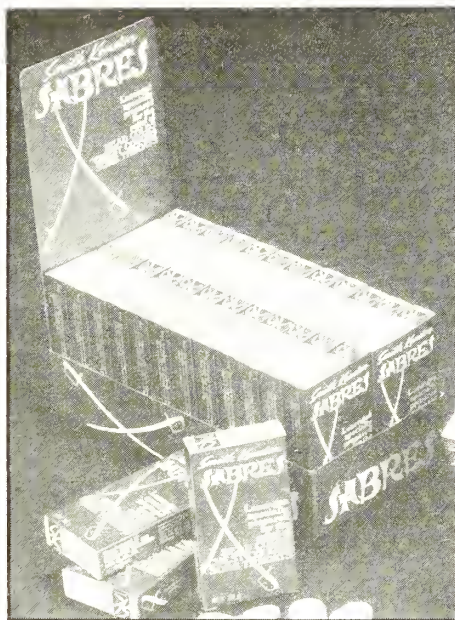
# New Sabres lozenges from Smith Kendon

Sabres (£0.16) are a new lozenge from Smith Kendon Ltd formulated to the relief of head colds, chesty coughs and sore throats. The lozenges contain liquorice, menthol, tinctures of benzoin and tolu and eucalyptus oil and the cartons are packed in a two-dozen display outer.

Smith Kendon have also introduced blackcurrant pastilles with added vitamin C (about 3mg per pastille). The cartons (£0.35) are packed in one-dozen display outers. *Smith Kendon Ltd, Waterton, Bridgend, Mid Glamorgan.*

## Sterling Health book offer

Sterling Health are running a consumer offer on a display linked with Milk of Magnesia indigestion tablets, Milk of Magnesia liquid and Andrews Liver Salt. The offer features a book entitled *Living Well*, which is available at a considerable saving to the consumer. Chemist counter units have been designed to feature the offer, showing an illustration of the book and containing order forms giving full details of the offer. Additionally it is



designed to hold six 4oz tins of Andrews Liver Salt, six packs of Milk of Magnesia 30s tablets and six 100ml bottles of Milk of Magnesia liquid. *Sterling Health, Surbiton, Surrey KT6 4PH.*

## ON TV NEXT WEEK

Ln—London; M—Midlands; Lc—Lancashire, Y—Yorkshire; Sc—Scotland; WW—Wales and West, So—South; NE—North-east, A—Anglia, U—Ulster, We—Westward, B—Border, G—Grampian, E—Eireann; CI—Channel Island.

**Alberto VO5 shampoo:** All except E

**Anadin:** All areas

**Breathe Easy:** All areas

**Contact 400:** All except Sc, So, A, G, E, CI

**Farley's rusks:** All except E, CI

**Fennings Little Healers:** Lc

**Galloways:** Ln, So, A

**Grecian 2000:** Ln, So

**Haliborange:** M, Lc, Y, WW, We, B, U

**Head & Shoulders:** All except B, E

**Hot Measure:** Y

**Imperial Leather:** All areas

**Medinite:** All areas

**Mentho Lyptus:** All except U, E

**Minadex:** Lc, M, Y, NE

**Odor Eaters:** All areas

**Orbit:** All areas

**Poli-grip:** Ln, M, Y, Sc, NE, A, U, B, G

**Silvikrin:** All areas

**Zest:** M, Lc, B, Sc

## PRESCRIPTION SPECIALITIES

### Weddel additions

Weddel have added insulin zinc suspension (lente) to their range (40 units per ml, 10ml £1.28; 80 units per ml, 10ml £2.14, both trade). Chendol capsules are now offered in a dispensing pack of 500 (£65.00 trade). *Weddel Pharmaceuticals Ltd, Red Willow Road, Wrexham Industrial Estate, Wrexham, Chwyd LL13 9PX.*

### Lilly pack change

Cologel liquid, previously 450ml, is now packed in a 500ml bottle (£1.34 trade). *Eli Lilly & Co Ltd, Telford Road, Basingstoke, Hants RG21 2UX.*

### Duphar colours

In order to avoid confusion between the two Du-products, Duphaston and Duvadilan, Duphar Laboratories are to intro-

duce a coloured band on the outer cartons to make identification easier. The bands will be coloured as follows: Duphaston—yellow and Duvadilan and Duvadilan retard—green. These packs will be introduced as stocks of the un-banded packs are exhausted. *Duphar Laboratories Ltd, Gaters Hill, West End, Southampton SO1 3JD.*

### Ponoxylan gel pack

Supplies of Ponoxylan gel in 30g tubes are exhausted and orders are being met with a new pack size of 25g (10, £6.08 trade, £0.98 retail). Berk Pharmaceuticals will not accept the 30g tubes for return against credit. *Berk Pharmaceuticals Ltd, Station Road, Shalford, Guildford, Surrey GU4 8HE.*

### Audicort 10ml

A 10ml size of Audicort drops (£3.39 trade) is to be introduced on February 1. Each ml contains triamcinolone acetonide 1mg, neomycin undecylenate, equivalent to 3.5mg neomycin and 7mg undecylenic acid, and benzocaine 50mg. *Lederle Laboratories, Farcham Road, Gosport, Hants PO13 0AS.*

### CEDOCARD RETARD

**Manufacturer** Tillotts Laboratories, Unit 24, Henlow Trading Estate, Henlow, Beds

**Description** Round yellow sustained release tablets, scored both sides containing isosorbide dinitrate 20mg

**Indications** The prophylaxis of angina pectoris

**Contraindications** A history of sensitivity to isosorbide dinitrate

**Dosage** One tablet in the morning and one in evening before retiring to sleep. Onset of action, 20-30 minutes; duration of action 10-12 hours

**Precautions** Tolerance and cross-tolerance to other nitrates may occur

**Side effects** Cutaneous vasodilation with flushing, transient episodes of dizziness and weakness and other signs of cerebral ischaemia may occur with postural hypotension

**Storage** Protect from heat and light

**Packs** 60 tablets (£3.85 trade)

**Supply restrictions** Pharmacy Only

**Issued** January 29, 1979

## EAREX EAR PLUGS

Special 12 for 10 offer on Earex Dust & Noise Protectors expires February 28th, 1979

ATTRACTIVE OFFER WITH DISPLAY CARD FROM ERNEST JACKSON & CO. LTD., CREDITON, DEVON. EX17 13AP

QUIET PLEASE!

QUIET PLEASE!



## Double standards

Two points in Mr Ritchie's reply to my letter on this subject call for comment. If Mr Ritchie's comments on the logistics of wholesale services are tenable then it is reasonable to expect that those who are penalised by these logistics will look for some compensation in two other ways—by way of price advantage or by way of credit, and that is precisely what it's all about.

Mr Ritchie's views on mutual companies are befuddled in the extreme. An investor can only expect a return on his capital investment, but the members of mutual companies are not "investors". Jointly with the management they are the creators of the company's profits. There is no fair way to distribute these profits other than in proportion to the degree of support accorded. There are complications to this simple basis where the mutuality is not uniform (and I would accept this as a possible criticism of the Unichem organisation) but Mr Ritchie goes too far when he says that the members of a mutual company are only entitled to a dividend on their shareholding. If that view was tenable mutual companies would have no *raison d'être*.

The pharmaceutical wholesaling scene is changing as it has changed in many other trades. Emulating the ostrich will not cure the problem—neither will patronising letters.

**K. W. Youngs**

Castle Cary, Somerset

## RPM self-interest?

Although any attempt to protect resale price maintenance should be supported, I am dubious about the motives behind Warner-Lamhart's request for us to act as informers.

This company is no friend of wholesalers. For many years it, and its subsidiary, Parke Davis, have been persuading chemists to bypass the wholesaler and buy the bulk of their "ethical" products direct. Since the inception of the wholesaler discount schemes this business must have virtually disappeared.

If their concern for resale price maintenance and the welfare of retail pharmacy is genuine, this is the time to announce that they will discontinue all direct business and give our beleaguered wholesalers 100 per cent support.

In the absence of such a statement, their invitation can be attributed to self-interest, and I, for one, would not dream of accepting it.

**J. D. Tombs**

London NW1

## Lifting limits

I read with interest your article (*C&D*, December 23/30, p1009) concerning advisory lifting limits. It may be of interest that the Trade Union Congress guide on

Health & Safety at Work suggests the following limits in comparison: Men 16-18—44 pounds, 20-35—55 pounds, over 50—35 pounds; women 16-18—26 pounds, 20-35—33 pounds, over 50—22 pounds. For regular and frequent handling the TUC suggests the figures be reduced by 25 per cent.

**A. Pavely**

Safety Officer, Macarthy's Ltd

## Publicity

I noted with interest your leader comment on "Drugs and driving." The Norwich Branch of the Pharmaceutical Society has already approached the subject—during summer 1978 there was a local "Road safety exhibition," and the branch had a stand with the theme "Drugs and driving."

Having arranged the stand, with various displays and found there was a lot of interest from the public, I would certainly recommend that other branches take such an opportunity, either as lecturers, exhibitions or meetings.

Radio and television publicity for pharmacy is always good, and I would also mention that I appeared on BBC television's "Nationwide—Look East" on January 4 for about four minutes discussing the problems facing pharmacy—urban and particularly rural ones. I managed to cover remuneration, doctor dispensing, health centres, pharmaceutical services, the problems for the sick, elderly, and mothers with young children. I also spoke about planned distribution.

On the same day an article appeared in the Eastern Daily Press on the "Problem of decline of chemists shops," with background and briefing provided by myself and David Coleman (deputy chairman of the Pharmaceutical Services Negotiating Committee)—a good example of PSGB and PSNC co-operation at local level. All in all, a good coverage for pharmacy in East Anglia on that day!

**G. Edwards**

Press officer, Norwich Branch

## Words of advice

Reading what Dr Rogers has to say about our profession (*C&D*, January 13, p33) and searching for some advice to offer him in the restricted newsprint available, I recall the advice given to a political opponent by the one time "Radio Doctor," politician and peer of the realm Dr Charles Hill—"Chuck it, Rogers" or in the modern idiom—"Belt-up."

**S. S. Martin**

Kendal, Cumbria

## Seeing double

A Salford subscriber received a prescription for "Caps Lentizol 50mg, 1 nocte, 30. Caps Lentizol 50mg, 1 nocte, 30."

The patient was expecting Lentizol and a bottle of white liniment. Our subscriber wonders whether the doctor was seeing double or the patient has a split personality.

# WESTMINSTER REPORT

## Drug exports

Sir Nigel Fisher, Conservative MP for Kingston on Thames, Surbiton, asked the Secretary for Social Services, in the light of the fact that the export prices of drugs are often based on National Health Service prices, what account he takes of the fact that restrictions in domestic prices are likely to lead to losses in balance of payments terms while yielding savings to the National Health Service.

Mr Roland Moyle, Minister of Health, in a written parliamentary answer, said the Pharmaceutical Price Regulation Scheme recognises that the Department and the pharmaceutical industry have a common interest in securing a strong, healthy and profitable pharmaceutical industry in this country and in ensuring that safe and effective medicines are available to the NHS at reasonable prices. These are both important objectives and, where there is conflict between them, it is necessary to seek a balance. "I am aware that in some markets the export price is related to the price in the country of origin; but I believe UK drugs are often bought by overseas purchasers because their quality, and the reasonableness of their prices, are widely recognised."

Mr David Ennals, Secretary for Social Services, told Mr Jack Ashley, Labour MP for Stoke on Trent, South, that he is not convinced that it would be right that decisions taken in the light of circumstances prevailing in this country should deny other countries the opportunity of deciding for themselves what medicines are necessary or desirable, particularly where conditions, such as the availability of medical services, endemic disease, climate and diet, are quite different. Mr Ashley had asked if he would bring forward legislation to ban the export of drugs which are banned from domestic use within the UK.

Mr Ashley also asked the Minister if he will discuss with the World Health Organisation the sale to developing countries by multinational companies of drugs which are banned in the UK. Mr Ennals replied that he had asked the UK representatives at the WHO discussions on the action programme on essential drugs for developing countries to see that this aspect is taken into account.

## Campaign labels

Peelable labels featuring the Health Education Councils' cartoon figure have been produced by Concept Pharmaceuticals Ltd. The orange labels (2,500 for £3.50 including postage and packing) carry the words "Follow the Medicines Code" and are intended for application to dispensed medicines during the "Respect for medicines" campaign. Available from Concept Pharmaceuticals Ltd, 59 High Street, Rickmansworth, Herts WD3 2DA.



# Nine more ways Numark chemists are going to profit next month.

Nine big names at low prices and a brand new promotional programme plus a new profit opportunity.

That's Numark for you.

## LOW PRICE BRAND LEADERS.

Our February promotion, which will be in store 12th-24th February, features all these famous name brands at really low prices:

Kotex	Macleans
Johnsons	Sunsilk
Dettol	Silvikrin
AndreX	Head and Shoulders
Lucozade	

## THE 'SUPERBUY' IS HERE.

New next month and every month, the Numark Superbuy. For February, it's Kotex Simplicity 2 10s. A sensational money saver which will bring more customers than ever into members' pharmacies. And that can only mean more and bigger profits.

## MERCHANDISING FOR BIGGER SALES.

To sell hard for you at the point of sale, Numark provide you with a complete new set of colourful high quality merchandising material for every promotion.

## ADVERTISING TO REACH 70% OF HOUSEWIVES.

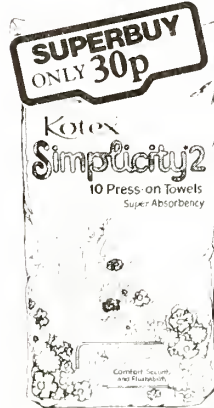
Thirteen million people will see the Numark ads in these national newspapers and magazines from February 8th to 16th.



## Numark prices make the sun come out again.

Look out for the Superbuy. Every month you'll find one extra-special bargain among all the top value offers you always get from Numark. For price and helpful service, there's nothing to touch Numark.

### YOUR PERSONAL VALUE SHOP.



Johnson's Cotton Buds with soft gentle tips. 60s. ONLY 29p



Head and Shoulders. Loton shampoo controls dandruff 150g. ONLY 49p



Dettol Antiseptic disinfectant 500ml. ONLY 54p



Lucozade. The sparkling glucose drink 25 fl oz. ONLY 38p



Macleans fluoride toothpaste. Mild mint. Fresh mint. Large. ONLY 23p



Sunsilk hairspray to keep your hair beautifully in place. 200g. ONLY 49p



Silvikrin shampoo for all types of hair. 80ml. ONLY 24p



AndreX 2 ply Luxury toilet tissue twin pack. ONLY 27p



Sponsored by Independent Chemists Marketing Ltd  
Cosmetics, Perfumes, Baby Products, Photographic Aids, Toiletries.

## YOUR PERSONAL VALUE SHOP.

Ask your local Numark wholesaler for details or contact Numark Central Office at 51 Boreham Road, Warminster, Wilts. Tel: 0985 215555.



**If you don't sell out of  
NoMoR GREY after our  
12 T.V. commercials,  
500 tube cards,  
19 National press ads and  
14 for 12 bonus deal**

**It will probably mean you  
forgot to order any!**

In October last year NoMoR GREY became the No 1 selling hair colour restorer. To make sure it stays that way and further expand the market we've done three things:-

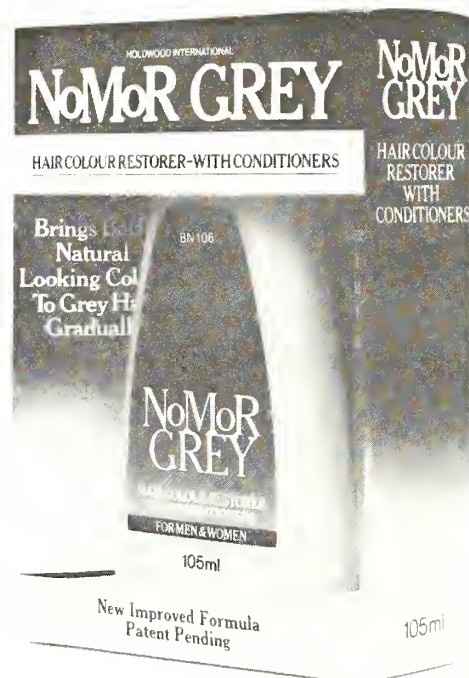
1. Improved the formulation quality and changed to a well researched new fragrance.
2. Put £50,000 behind the first phase of a NoMor Grey promotional campaign running from March to June — with regional TV, tube cards and high frequency advertising in TV Times, Reveille, Daily Express and Daily Mail.
3. Put NoMor Grey on a very attractive bonus deal for orders placed this month.

With an RSP of only 99p, a 'money back if not fully satisfied' guarantee and a new formula which includes built-in conditioners, NoMor Grey enables you to offer your customers a quality product and exceptionally good value. Place your order today, but be prepared for a quick sell-out.

**New Improved Formula**

**NoMoR GREY**

For further details contact DENDRON Ltd., 94 Rickmansworth Rd., Watford, Herts WD1 7JJ. Tel. (0923) 29251





# COMPANY NEWS

## Pharmaceuticals hold back Dixons

Despite continuing problems in its pharmaceutical division, Dixons Photographic, which embraces Westons Chemists and Barclay Hospital Supplies, managed to produce record results for the first half of the current financial year. Taxable profit rose from £4.77 million to £5.51m and the directors say that results for the full year should again show satisfactory growth. This was on net sales of £89.9 to £108.6m.

The retail side continues to take advantage of high consumer spending, and the net of new openings volume—a further 16 shops and resited three since May—is 11 per cent ahead. The big difficulty is in pharmaceuticals where Dixons is trying at present to rationalise the Westons retail outlets and link it more closely to the wholesale side. Westons has now broken even but margins at Barclays have been hit by the breakdown of resale price maintenance.

Pharmaceutical division sales were up by £6.6m from £38.7 million to £45.3m but profits for the division were more than halved—down from £842,000 to £365,000.

## £60,000 ICFC loan for retail pharmacy

Industrial and Commercial Finance Corporation (ICFC) has agreed to provide a 10-year fixed-rate loan of £60,000 to Roland Developments (Holdings) Ltd, a retail pharmacy and property investment company of Paddington, London W2. The finance will be used for the purchase of the freehold of the company's existing shop premises at 191-195 Praed Street.

Roland Developments was started in 1955 by Mr Paul Fletcher MPS when he bought his first pharmacy in Maida Vale. The Praed Street branch followed shortly afterwards and by 1961 the company owned four shops. In 1965 the other shops were sold off and the proceeds were used to buy the lease of a small hotel in Welbeck Street, W1, and a freehold transport depot in Kent.

ICFC is the major private sector source of medium and long-term finance, as loans and equity capital, for the smaller business. It provides money in amounts of £5,000 to £2m or more to help companies to develop and expand.

## Ciba-Geigy sales

The 9 per cent fall in Ciba-Geigy pharmaceutical division's sales is due solely to the unfavourable developments in the currency sector. Group sales, expressed in terms of local currencies, increased by 11 per cent in 1978. Expressed in Swiss francs, this growth was transformed by currency fluctuations into a 10 per cent

fall. Group sales, at 8,930 million Swiss francs, showed a drop of about 1,000m francs compared with the 1977 figure.

Despite the unsatisfactory state of activity in individual customer industries, the dyestuffs and chemicals division achieved some volume growth during the year, but sales in value terms were impaired by sustained pressure on prices and by exchange losses. On a local currency basis good results in some sizeable markets, plus noteworthy growth in the leader products, have led to gratifying overall growth (up 12 per cent). The successful launching of new products brought the Airwick group a notable increase in sales on a local currency basis. The sales growth recorded for the Ilford and Gretag CX group is the result of the acquisition of CX Corporation.

## A & W look East

Albright & Wilson has formed a new company, Albright & Wilson Intertrade Ltd, at Warley, Birmingham, in recognition of the importance of its continually growing business with Eastern European countries and to facilitate trade with them.

The company said it had established excellent relationships in East Europe and been successful. But the countries there are expanding so fast the company needs to be better organised to cater for further growth of two-way business. General manager and director of Albright & Wilson Intertrade, Mr Stephen Kennedy will work from Warley. He will take direct responsibility for business with the USSR. Mr Stan Robertson will be responsible for Polish business, Mr Eric Woodhams for Czechoslovakia and Romania. Mr Harold Schuster from Frankfurt, will cover East Germany.

## Briefly

**Walter Parr Ferris Ltd**, Dartmouth, have been acquired by H. E. I. Hick Chemists (SW) Ltd. The business will continue to trade under its original name, and will be managed by Mr Trevor Burden MPS, formerly of Lowestoft.

Mr Michael Allen, BPharm, MPS, who has pharmacies at Sudbury, Suffolk, and Chelmsford, Essex, is taking over the pharmacy of **J. D. & M. Taylor Ltd**, at **98-100 High Street, Evesham, Suffolk**,

because Mr J. D. Taylor has been resigning. Mr Allen will start trading at Evesham under his own name, independently.

## APPOINTMENTS

**Farley Health Products:** Mr Paul St John McGough has been appointed nutritionist at Plymouth. He is now writing a thesis to gain his PhD.

**Bronnley, H. & Co Ltd:** Mark Gummer has been appointed general manager, John Sheppard factory manager and Mark Lovatt assistant factory manager.

**Cooper Health Products Ltd:** Mr Jim Alexander has been appointed managing director and vice-president for the Cooper international division in charge of European operations. Mr Ray Jurich, the previous UK managing director, becomes president of Cooper Laboratories International Inc.

**Lilia-White Ltd:** Philip Barnes, formerly product group controller for towels has moved to the tampon and baby product division with continued responsibility for the launch of the new Lilia-White towel. Nancy Free, Tom Jameson, formerly product manager for Panty Pads has been appointed product group controller for towels, with John Morrison moving over from Dr White's to manage Panty Pads.

**Janssen Pharmaceutical:** Mr Wayne Carlson has been appointed manager, manpower planning, and Mr Colin Chambers as data processing and systems manager. Mr Wayne joined the Johnson & Johnson family of companies as a sales representative for McNeil Laboratories Inc of Fort Washington, Pennsylvania, USA, later concentrating on the promotion of Janssen's psychiatric and anaesthetic compounds.

**Lewis & Peat Chemicals Ltd** (a wholly owned subsidiary of the Guinness Peat Group) have appointed Mr Glyn L. James managing director and chief executive of both Willows Francis Ltd and Regent Laboratories Ltd, with effect from February. He has been managing director of Regent Laboratories since July 1976. Willows Francis was acquired by Guinness Peat in January 1978, and the new appointment is intended to

Continued on p112



A 50m Gourock Airhouse at Havant, Hants, solves urgent storage problems for Wyeth Laboratories. On the adjoining site is an inflated airhouse installed by Vinatex Ltd five years ago. They represent a saving of 50 per cent on permanent buildings



# APPOINTMENTS

Continued from p111

strengthen the links between the companies and broaden the base of their operation.

As agreed at the time of acquisition, Mr A. J. Cornforth will resign as chairman of Willows Francis next month and Mr W. M. L. Fullerton will resign as deputy chairman and chief executive. Mr Cornforth will be succeeded by Mr J. B. Aldersley, chairman of Lewis & Peat Chemicals Ltd.

**Lilly Industries:** Jack Cole has been appointed director, special capsules projects and is succeeded as director of capsules operations by Mr Roy Riley. Mr David Willson has become manager, financial planning, and Mr John Bond manager, accounting. In Eli Lilly marketing Mr Alan Adkin has become manager, planning and development, while Mr Doug Phillips is now manager, specialist projects. At the Lilly Research Centre Dr Walter Brocklehurst has accepted an assignment to the Scripps Clinic and Research Foundation in La Jolla, California.

Mr H. J. Blackburn managing director of Fisons pharmaceutical division, has been co-opted to the executive committee of the **Proprietary Association of Great Britain**. Fisons have been a PAGB member company since 1964, but have not

been represented on the committee since 1976, when Mr J. Valentine resigned his seat on his appointment to Fisons new scientific equipment division. In May 1978 Mr Valentine became chairman of the pharmaceutical division. Mr Blackburn is also an associate director of the Fisons Group board. Dr W. Walsh has succeeded Mr S. Harris as the Reckitt & Colman representative on the PAGB board, and Mr B. Theobalds, Boots Co, has taken the place of Mr G. Wilkes, who has retired.

**French of London:** Mr R. C. (Bob) Thompson has been appointed manufacturer's agent in the Midlands area for hair and beauty products. Mr Thompson was formerly sales manager of Eylure.

at 8 pm. Dr W. K. Marshall (consultant psychiatrist Severalls Hospital) on "Phobic disorders."

**Hounslow Branch, Pharmaceutical Society,** Lecture theatre, West Middlesex Hospital, Twickenham Road, Isleworth, at 8 pm. Dr A. C. Turner (overseas medical officer, British Airways medical service) on "Keep well traveller."

**Lancaster & Morecambe Branch, Pharmaceutical Society,** Postgraduate medical centre, Ashton Road, Lancaster, at 7.45 pm. Professor A. H. Beckett on "Dope in Society."

## Sunday, February 4

**Chiltern Region, Pharmaceutical Society,** Ground floor lecture theatre, Westminster Hospital, Page Street Wing, at 10 am. One day course "The ages of man, the young adult." Topics—morbidity and mortality, anxiety and stress, marriage and the family, diet and healthy living. Inquiries to course organiser (Chelsea), division for graduate education, Chelsea College, Manresa Road, London SW3.

## COMING EVENTS

### Monday, January 29

**Plymouth Branch, Pharmaceutical Society,** Board room, Greenbank Hospital, at 8 pm. Talk by "A Gentleman from the Ministry" on "The pharmacist, the doctor and the disabled."

### Wednesday, January 31

**Blackpool Branch, National Pharmaceutical Association,** Postgraduate centre, Victoria Hospital, Blackpool, at 8 pm. Mr Marshall Gelman (member of NPA board of management, member of ICML board) on "Today's pharmacist—a trading professional or a professional trader." Talk preceded by Farley's film "The vital link."

**Slough Branch, Pharmaceutical Society,** White Horse Hotel, Cippenham, at 8 pm. NPA meeting "A Gentleman from the Ministry" on "The checking bureau."

### Thursday, February 1

**Chelmsford Branch, Pharmaceutical Society,** Chelmsford and Essex Hospital, Academic Centre,

## Management course at Keswick

The fifteenth annual conference of the Institute of Pharmacy Management is to be held at the Keswick Hotel, March 25-28. The theme of the conference is "The role of pharmacy in health services—a national and international perspective". Speakers are Professor Mickey Smith, school of pharmacy, University of Mississippi, chairmen of the Ghana and Nigerian branches of the Institute, Alan Maynard, lecturer in health economics, York University and John Wheeler, a proprietor pharmacist. Further information from Dr I. F. Jones, school of pharmacy, University of Bradford, Bradford BD7 1DP.





No panic

**Agar:** Spanish Portuguese £6 20-£6 50 kg nominal.  
**Aloes:** Cape £980 ton spot, £950, cif. Curacao  
 nominally £2,040, cif  
**Balsams:** (kg) Canada Easier at £13.15 spot,  
 £12.75, cif. **Copaiba:** No spot £2 95, cif. **Peru:**  
 £9 40 nominal spot; no cif. **Tolu:** £5.50 spot.

**Belladonna:** (kg) leaves £1.55 spot; herb £1.90 nominal spot, root in powder £1.10.  
**Benzoins:** £153 cwt spot nominal; no cif.  
**Buchu:** Leaves £1.35 kg spot; new crop £1.25, cif.  
**Camphor:** Natural powder £5.40 kg spot; £5.30, cif.  
 Synthetic £0.90 spot £0.85, cif.  
**Cardamoms:** Alleppy green No 2 £10 kg, cif.  
**Cascara:** £995 metric ton spot; £975, cif.  
**Cherry bark:** £1,120 metric ton spot, £980, cif.  
**Cinnamon:** Seychelles bark £480 metric ton spot; £370 cif Ceylon quills 4 o's £0.66 lb, featherings £0.16, lb, cif.  
**Cloves:** Madagascar/Zanzibar £4,300 metric ton spot; £3,945, cif.  
**Cochineal:** Tenerife black brilliant £17.50 kg, cif, Peru silver grey £14.40 spot, £14.20, cif.  
**Dandelion:** Spot £1,900 metric ton spot, £1,800, cif.  
**Ergot:** Portuguese-Spanish £1.75 spot, £1.65, cif.  
**Gentian root:** £1,690 metric ton spot, £1,650, cif.  
**Ginger:** Cochín £800 metric ton spot; new crop £600, cif (Jan-Feb). Other sources not quoted.  
**Henbane:** Niger £1,560 metric ton spot, £1,520, cif.  
**Hydrastis:** No spot, £25 kg nominal cif.  
**Honey:** (per metric ton in 6-cwt drums ex warehouse). Australian light amber £720 and medium £712, Canadian £820, Mexican £715, Argentinian £750 (white).  
**Ipecacuanha:** (kg) Costa Rican, spot £10.90 kg nominal, no cif.  
**Kola nuts:** £490 metric ton spot, £365, cif.  
**Jalap:** Mexican no spot, £1,430 metric ton, cif, nominal.  
**Lemon peel:** Unextracted £1,100, metric ton spot, £1,070, cif.  
**Liquorice root:** Russian £440 spot; £400 metric ton cif, nominal. Block juice £1.50-£1.80 kg spot.  
**Lobelia:** American £1,290 metric ton spot, European £1,220 spot.  
**Lycopodium:** Russian £5.20 kg cif. Indian £4.50.  
**Mace:** Grenada unsorted £2,750 metric ton, fob whole \$3,000.  
**Menthol:** (kg) Brazilian £7.50 spot; £7.10, cif. Chinese £6.75 in bond; £6.15, cif.  
**Nutmeg:** (per metric ton fob) Grenada 80's \$2,800 sound unsorted £2,400 110's £2,550, bwb £1,700.  
**Nux Vomica:** No spot or cif.  
**Pepper:** (metric ton) Sarawak black £1,085 spot, £1,825, cif; white £1,625 spot, £2,825, cif.  
**Pimento:** Jamaican £1,120 metric ton spot; £1,085.  
**Podophyllum:** Root Chinese no spot, £400 metric ton, cif.  
**Quillaia:** Spot £1,080 metric ton, £780, cif.  
**Rhubarb:** Chinese rounds 60 per cent pinky £3.30 kg, spot; £3, cif.  
**Satron:** Mancha superior £700 kg spot.  
**Sarsaparilla:** Jamaican £1.95 kg spot, £1.90, cif; Mexican £1.67 spot, £1.64, cif.  
**Seeds:** (metric ton, cif. **Anise:** China £830, for shipment. **Celery:** Indian £500, cif. **Coriander:** Moroccan £210. **Cumin:** Turkish £1,200, Iranian £1,400, nominal. **Fennel:** Indian £450, **Fenugreek:** Moroccan £290, Indian £260.

Senna: (kg) Alexandria pods £10.60, pods  
£2 upwards, manufacturing 10.60;  
leaves £0.46, pods £4.70; new  
Senega: Canadian £9.60/kg pods  
Squid: Italian white nominal  
Styrax: £5.23/cif for a metric ton  
Toncophorol: DL alpha £17.83/metric ton  
Touquin beans: Para £2.90, kg  
nominal  
Turmeric: (metric ton) India power  
ton, cif.  
Valerian: Dutch £1,660 metric ton spot new  
£1,630, cif. Indian £1,080, £1,050, cif.  
Witch hazel leaves: £2.20/kg spot, £2.00

**Almond:** Sweet in drum lots £1.35 kg duty paid  
**Anise:** (kg) Spot £14.70, shipment £15, cif.  
**Bay:** West Indian £11.20 kg spot, £10.55, cif.  
**Bergamot:** Scarce, £35 kg indented  
**Bois de rose:** Spot £6.70 kg, shipment £6.40, cif  
**Buchu:** South African £120 per kg spot, English  
distilled £180.  
**Cade:** Spanish £1.40-£1.45 kg.  
**Camphor white:** £0.90 kg spot, £0.82, cif  
**Cananga:** Indonesia £16 kg spot, £15.85, cif.  
**Caraway:** Imported £20 kg spot.  
**Cardamom:** English-distilled £290 kg.  
**Cassia:** Spot £36.50 kg, shipment £35.50, cif, Eng-  
lish distilled from bark £160.  
**Cedarwood:** Chinese no spot, £1.25, cif.  
**Cinnamon:** Ceylon leaf £2.40, kg spot, £2.40, cif  
Bark, English-distilled £150.  
**Clove:** Indonesian leaf, £2.35 kg spot; £2.28, cif,  
English-distilled bud £40.

**Eucalyptus:** Chinese £1.75 kg spot, £1.68, cif.  
**Fennel:** Spanish sweet £9.50 kg spot.  
**Ginger:** Chinese £48 kg spot, £42 cif. Other sources up to £75 spot, English-distilled £120.  
**Lime:** West Indian £11.20 kg spot.  
**Mandarin:** Spot scarce about £33 kg  
**Nutmeg:** East Indian £9.65 kg spot, £9, cif  
**Patchouli:** Chinese £11 kg spot, £9.75, cif.  
**Pennyroyal:** From £10 per kg spot.  
**Pepper:** English-distilled ex black £125 kg. cif.  
**Peppermint:** (kg) Arvensis—Brazilian £4 spot, £3.85, cif, Chinese £3.75 spot and cif. Piperata American from £11 spot, £10.30, cif.  
**Petigrain:** Paraguay spot £5.10 kg, shipment £4.75, cif.  
**Rosemary:** £6 kg spot.  
**Sandalwood:** Mysore £75 kg East Indian £68.  
**Sassafras:** Brazilian £2 kg spot; £1.75, cif.  
**Spearmint:** (g) American £6.50 spot, £6, cif. Chinese £12 spot; £11, cif.  
**Thyme:** Red 55 £15.30 kg spot

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

# Our fame is spreading

**What it is** Sensodyne Dental Floss is the latest addition to the fast-moving Sensodyne range of dental care products. It's a new concept in floss – made from ICI high-tensacity nylon, double-textured to give maximum spreading while not losing out on strength, and very lightly coated with water-soluble wax to facilitate handling without loss of cleaning efficiency or interference with fluoride application.

**Why it's good for you** Sensodyne Dental Floss is good for your business because it's premium priced (RSP 49p for 30 yards), attractively packaged and backed by the Sensodyne reputation for high-quality aids to dental care. Like all Sensodyne products, Dental Floss has excellent growth potential for the retail chemist because he is uniquely placed to endorse the dentist's recommendation.

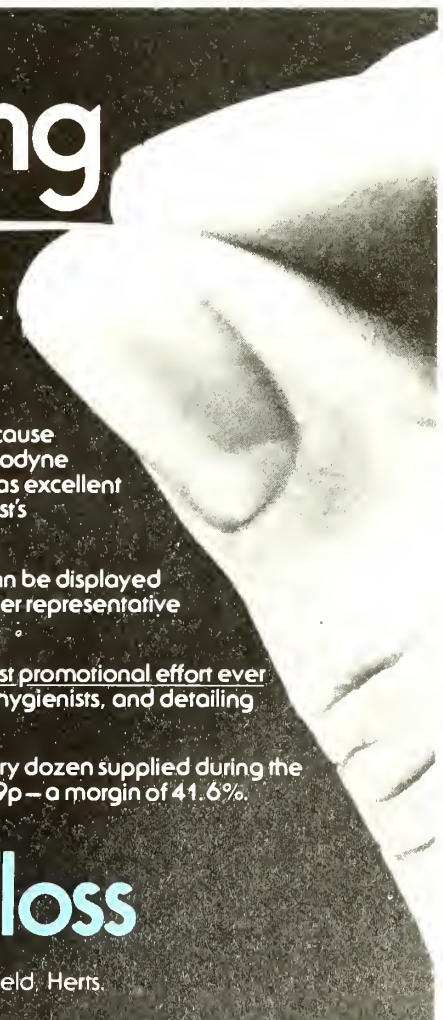
**Special display** Sensodyne Dental Floss is packed in a display outer, or it can be displayed using an extension to the current Sensodyne Toothbrushes display stand. Your Stafford-Miller representative will demonstrate.

**Heavyweight promotion** Sensodyne Dental Floss is backed by the heaviest promotional effort ever mounted for any dental floss, with extensive press advertising to both dentists and dental hygienists, and derailing activity from our nationwide force of dental representatives.

**Special introductory offer** We're offering to invoice you for only ten of every dozen supplied during the launch period. On these terms you get over 20.4p profit per unit when you sell at RSP of 49p—a margin of 41.6%. Order now through your Stafford-Miller representative or usual wholesaler.

# Sensodyne Dental Floss

another quality product for dental health from Stafford-Miller Limited, Hatfield, Herts





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Post to Classified Advertisements, Chemist & Druggist, 25 New Street Square, London EC4A 3JA.

Telephone 01-353 3212

Publication date Every Saturday

Headings All advertisements appear under appropriate headings.

Copy date 12 noon Tuesday prior to publication date.

Advertisements should be prepaid.

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Display/Semi Display £5.00 per single column centimetre, min 25mm. Column width 44mm.

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It is estimated that 60% of women suffer from pre-menstrual water retention every month. That means it's a problem faced by up to 6½ million women.

### **New Aqua Ban brings relief.**

New Aqua Ban, a mild diuretic will help relieve pre-menstrual water retention. This in turn will reduce that bloated feeling so many women complain of.

### **Safe and Effective.**

You can recommend Aqua Ban with confidence. It's formulated from Ammonium Chloride and Caffeine; a safe and extremely effective combination. It's already been used successfully in the United States for 10 years. And clinical tests found it to be very effective.

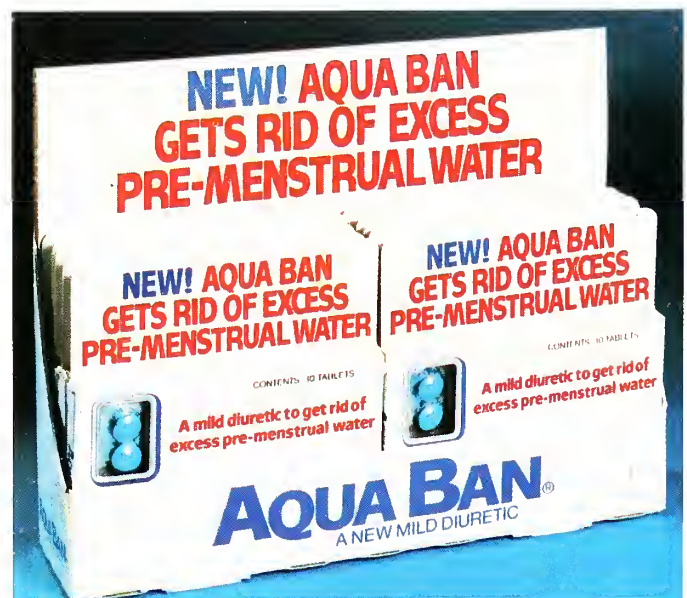
### **Big Advertising Support.**

To help you sell Aqua Ban we're running a major women's press campaign.

Commencing in February ads will appear throughout the year. The campaign will tell 7 out of 10 women about the facts of pre-menstrual water retention and how they can gain relief by using Aqua Ban.

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## **THOMPSON MEDICAL COMPANY LTD.**

Cunard Road, North Acton, London NW10 6PN. Telephone: 01-235 1429.